



## Robert Jones, Chief International Officer



Robert Jones joined the Edwards Global Services (EGS) team in January of 2016 as the International Managing Director, responsible for developing investor leads for our brands in global markets. In his new position as the EGS Chief International Officer (CIO), Robert will be assuming broader responsibilities at EGS to increase his contribution to the international expansion of our client brands.

Prior to working with EGS, Robert facilitated the expansion of U.S. companies into global markets for almost 22 years as a Commercial Officer with the U.S. Senior Foreign Service, living and working throughout the Americas and in Europe. Robert's in-depth knowledge of foreign markets, combined with his extensive international network of private and public sector contacts, enabled him to organize highly productive value-added lead generation programs for U.S. franchise companies throughout his career.

Prior to the U.S. Foreign Service, Robert was Vice President for International at the International Franchise Association (IFA) from 1990 – 1994, where he was responsible for sharply expanding IFA's international program via trade missions and conferences in markets throughout the Americas, Europe and Asia. His ability to organize and manage a complex mix of business development programs in multiple countries, during which he increased IFA's international profile and further developed key relationships in target markets, cemented his reputation in the franchise community as a highly influential figure in global franchise development. Throughout his Foreign Service career, Robert continued to organize international market development services for U.S. franchises in the regions where he served, including: Monterrey, Mexico; Quito, Ecuador; Vancouver, Canada; Panama City, Panama; Santo Domingo, Dominican Republic; and Madrid, Spain.

Before his tenure at IFA, Robert worked as Director for International at the Association for Suppliers of Printing, Publishing & Converting Technologies (NPES); and as Director for the Americas at the International Road Federation (IRF); where he also organized international market development programs and events worldwide for their member companies.

Robert began his international background growing up in Pakistan as the son of a U.S. Foreign Service Officer and in 1979 obtained a B.A. in international relations and economics from the University of Maryland. He received an MBA in International Business from the Thunderbird School of Global Management in 1985. Robert is married with two adult children and currently resides in Miami, Florida.

**[rjones@edwardsglobal.com](mailto:rjones@edwardsglobal.com)**

